



People + Performance = Profit

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People

Picture an organization chart. Every box represents a person. Every person is an employee, consumer and owner of government.

Performance

Every person performs to a level based upon their ability, desire and knowledge. There are different performance levels for an employee, consumer and owner of government.

Profit

The measure of the performance of employees, consumers and owners of government on the financial health of your company.

This is all about P&L -> Paycheck (Employee) -> Wallet (Consumer) -> P&L. The question is which economy is that last P&L in. Cash flow is your life blood. If the consumer spent into a different economy then your life blood is flowing through P&L's, employees and consumers in another economy.

An employee can work to strengthen or destroy business. A consumer can spend to strengthen or destroy business. An owner of government can manage their government to strengthen or destroy business. How many people knowingly strengthen business? How many people unknowingly destroy business? What is the business cost of ignorance in an employee, consumer and owner of government?

Businesses, teach the people in your org charts how to knowingly strengthen business as employees, consumers and owners of government. If you're unsure what to teach them contact me.

Our government will borrow nearly \$2 trillion dollars to stimulate our economy. \$2T -> American P&L -> American Paycheck (Employee) -> American Wallet (Consumer) -> P&L. Which economy will that last P&L be in?